DEALER LEWIS LM PAACODE 11042 SALESCODE 51F488 MON MONTH 30 APR 2007 PG2 DOLLARS DPERATING SUMMARY N DEPARTMENTAL OPERATING SUMMARY YTD TRUCK USED PARTS . BODY TOTAL SALES 24 N 42 65067 547981 126743 115914 441308 126 u 2462799 3 2792938 543494 574286 % TOTAL GROSS TOTAL GROSS 63470 67237 41927 80898 MONTH 18268 YTD 184441 6 420419 186043 391781 TOTAL SELLING EXPENSE 6 66294 77142 21862 64908 230206 96492 <u>9 0|8</u> TOTAL SELLING/ ADJUSTED SELLING GROSS 816 234333 362515 99102 268977 - 9905 6 -2824 20065 15990 23326 -49892 57904 8 86941 122804 10 49324 29894 20926 49326 149470 59820 590 11 197408 119640 83749 197408 DEALER SALARY 12 -52148 14 -39799 <u>-861</u> -33336 LEASED VEHICLE PENTAL VEHICLE PECREASIONAL VEHICLE 38044 -247300 -61736 15 3192 -74604 在的方式。家家自 CASH DISC. EARNED 17 INTEREST INCOME DIVIDEND INCOME 19 -ADJ. TO INCOME SALES FIXED ASSETS -4813 <u>35</u>690 19 OTHER 1440 - 677 1888, 1884 8385 2903 3.3 INDEMNITIES (NOH US) TOS (VOLVO ONLY) 23 BONUE CASH DISCOUNT EMPLOYEE PROFES SE FORE OTHER 25 -112946 -31571 -445 THE RESIDENCE OF THE PARTY OF T THY 6644-4784 EST, INCOME TAX PROFIT SHARING INFO PIGN US) INFO COMBINED CAPITAL INFO LEGAL RESERVE (NON US) INCO % TOTAL SALES 28 CUSTOMER SATISFACTION AND FORD SUPPORT FORD BLUE DVAL 29 VOLVO CSI / VMS 30 NET PROFIT AFTER TAX -112945 78 - 50 1.059 8 3 8 5 29039 PNVS OTHER#2 TOTAL OVERHEAD EXP. 331804 1340824 Α В OTHER#3 TOTAL P. S. BS GROSS 122825 5778247225875 JAG CS / FAC / CPO / MMP NET OPERATING COST 208979 763000 C D LAND ROVER 35 YEHICLE GROSS 130707 60486076899165 22230828163368 TOTAL CUSTOMER SATISFACTION ADJUSTMENT (Line 21) TOTAL VAR SALES EXP. 29039 47872 37 VARIABLE GROSS 82835 38255248735796 NON-US DEALER ADJUSTMENTS (MEMO) 38 BREAK-EVEN UNITS: YTD N.O.C. + VAR. GROSS PN/UVR EXCHANGE RATE ADJUSTMENT 39 MONETARY ADJUSTMENT 40 Service Absorption: The Sum of Total Parts, Service & Body Shop 41 Gross Profits DIVIDED By the Sum of Total Fixed Expense + Dealer MONTH YTO Salary + Parts, Service & Body Shop Sales Expense. 第一個。同樣的 多数 42 232723 88712 43 (Benchmark is 85% - 100%) YTD 44 0 % 45 NEW UNITS OPERAT NG LISED LINITS RETAIL CAR TRUCK (INC WHEL) SELLING/ADJUSTED ' SELLING GROSS (900) TRIPE AMALYS 46 CAR TRUCK OPT. NET PROFIT NEW USED SERVICE . BODY SHOP PARTS . 47 JANUARY (000) 48 FEBRUARY 45 155 -86 - 68 -1 49 21 MARCH 3 ( 148 199 -104 -83 33 22 50 APRIL 35 23 146 -65 - 52 -1060 4 -10 16 149 126 -113 -6644 52 ARE 53 JULY AUGUST 55 SEPTSMN 56 OCTOME NOVE MEET 58 DECEMBER CURRENT 59 4 96 43 246 123 598 100 -380 -316 -4784 90 -403 - 309 FORD 2007 PAGE 2 -3397

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